

2019 ANNUAL REPORT



Dear Friends,

I'm excited to share with you our Annual Report for 2019, which marked Tickets for Kids' 25th year!

From grass-roots beginnings in Pittsburgh, to joining forces with great, like-minded organizations in Minneapolis and New York, the passion and enthusiasm of those who make this work possible has spread to all corners of the country. As a result, 206,663 experiences were provided last year to our nonprofit agency partners in 40 states.

This milestone year also provided an opportunity to reflect on how to grow our mission and impact for the next 25 years, while maintaining the same levels of professionalism and service you have come to expect. To that end, we've begun targeting four key markets for focused growth — Pittsburgh, Minneapolis/St. Paul, New York, and Sarasota/Tampa (more on this inside).

In meeting with ticket donors, financial supporters, and agency partners in each of these markets, the reception that this mission continues to receive has been awe-inspiring. In sharing our vision with new audiences, the resounding chorus of "yes" we almost invariably hear is a humbling affirmation that the TFK mission is more relevant and necessary than ever.

Thank you for believing in the power of experiences, and for ensuring that all kids have access to a diversity of formative opportunities through the Tickets for Kids program. Together with you, we look forward to building our next 25 years.

Warm regards,


Jason J. Riley
jason@ticketsforkids.org



Tickets

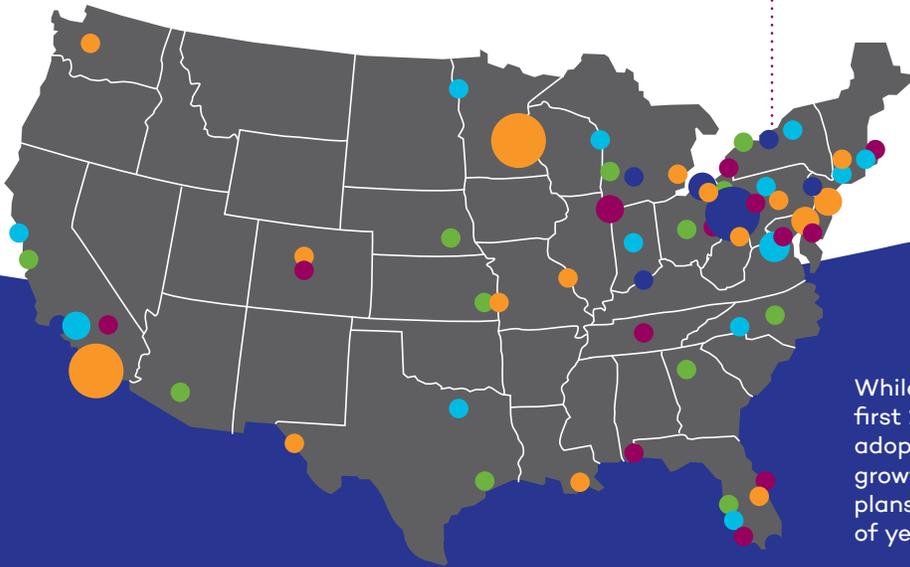
Many new ticket providers from across the country joined us in 2019 including the **MINNESOTA HISTORICAL SOCIETY**, **NEW YORK YANKEES**, **URBAN AIR (many locations)**, **UNIVERSITY OF SOUTH FLORIDA ATHLETIC DEPARTMENT**, and the **MIAMI MARLINS**.

TOTAL TICKETS DISTRIBUTED

206,663

TOTAL VALUE OF TICKETS DISTRIBUTED

\$5,858,948



Agencies

In 2019, TFK provided opportunities to 1,349 **AGENCY PARTNERS** located in **40 STATES**.

Our **AGENCY PARTNERS** (ticket receivers) come in many shapes and sizes including large national organizations like YMCA/YWCA programs, Big Brothers Big Sisters, and Boys and Girls Clubs. In addition, tickets are received by thousands of smaller programs serving kids and families through family support centers, Title 1 schools, after-school programs, summer camps, mentoring programs, early childhood care centers, foster care agencies, shelters, and residential and group homes.

IN 2019, TFK PARTNERED WITH

1,349

YOUTH-SERVING ORGANIZATIONS

ACROSS 40 STATES

Taking Stock of TFK Markets

While most of TFK's expansion over the course of its first 25 years has occurred organically, a Strategic Plan adopted in 2019 included an initiative toward targeted growth. Four markets were identified to receive focused plans for expansion. Here's what we achieved at the end of year one:

- Pittsburgh — 79,000 experiences provided, and the launch of the Tickets for Kids ConnectAbility program, which focuses on connecting children with developmental disabilities to cultural experiences
- Minneapolis/St. Paul — 30,000 experiences provided, up from 20,000 in 2018
- New York — 15,000 experiences provided, with a goal of exceeding 20,000 in 2020
- Tampa/Sarasota — 5,000 experiences provided in 2019 with a goal of exceeding 10,000 in 2020

As we work toward our goals in these specific markets, we will continue to provide experiences to our nonprofit agency partners located throughout the United States.

Tickets for Kids is only able to provide an abundant variety of enriching experiences thanks to the generosity of those who donate tickets and/or money. Here are the corporations, businesses, institutions, and foundations that helped us meet our mission in 2019.

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MONETARY DONORS

(Foundation/Corporate/
Government)

Advancers

Bayer USA Foundation*
Jack Buncher Foundation
PNC Charitable Trusts
Weiner Family Foundation*

Advocates

A.J. and Sigismunda Palumbo
Charitable Trust
Allegheny Regional Asset District
(RAD)
Cornelia T. Bailey Foundation
Grable Foundation
Kinney Family Foundation
McSwigan Family Foundation
PNC Financial Services Group -
Minnesota
UPMC

Allies

ALCOSAN
Ampco-Pittsburgh Charitable
Foundation
Bessemer National Gift Fund
Birmingham Foundation
Bridgewater Bank
Brown Family Giving Fund
Comcast - Minnesota
Community Foundation of
Westmoreland County
Cooper-Siegel Family Foundation
DGI
Dollar Bank
Dominion Energy Charitable
Foundation
Eckert Seamans Cherin & Mellott, LLO
Ellen Richardson Family Trust
Emerson
Gerald & Sondra Biller Charitable
Fund
Giant Eagle Foundation
Greenhouse Fabrics
Highmark Inc.
Hilda Willis Foundation
Huntington National Bank
Icard, Merrill, Cullis, Timm, Furen &
Ginsburg, P.A.
Just For Kids Foundation
Major League Baseball
Marci-Lynn Bernstein Foundation
Maslon, LLP
Massey Charitable Trust
Minnesota Twins
Minnesota United FC
Minnesota Wild
NaturaLawn of America
Nimick Forbesway Foundation
Normandy Industries, Inc.
Norton Family Charities
Paramount Residential Mortgage
Group (PRMG)
Pennsylvania Council on the Arts, a
State Agency
Pirates Charities
Pittsburgh Child Guidance Foundation
PNC Foundation
Polyconcept North America
RBC Foundation
Rosalyne Holdings
Saint Paul Area Chamber of
Commerce
San Diego Padres
TAMCO, INC.
The Anne L. and George H. Clapp
Charitable and Educational Trust
The Buhl Foundation

The Ditchek Family Foundation
The Forbes Funds
The Margaret M. Patton Trust for
Charities
The Standard
Thomas Marshall Foundation
Urban Air
W.I. Patterson Charitable Fund

Associates

1991 Harvey Family Living Trust
Bentley and Bruning, P.A.
Bremhorst Family Charitable Fund
Cadia Private Client LLC
Castagnari Family Charitable Fund
Children's Performing Arts
Crest Savings Bank
Debra and Howard Schub Charitable
Fund of the Jewish Communal
Fund
Donald & Sylvia Robinson Family
Foundation
Edge90
Foster Charitable Trust
Hoffman Electric, Inc.
IBEW Local Union No. 5
Jackson Lewis
Jeffrey B. Markel & Carol L. Robinson
Philanthropic Fund
Leigh Tison Charitable Trust
Marci-Lynn Bernstein Foundation
Pittsburgh North Optimist Foundation
Play-Well
Pradera Corporation
Reed Smith LLP
Science Museum of Minnesota
Snapology
The Fine Foundation

*National Funders



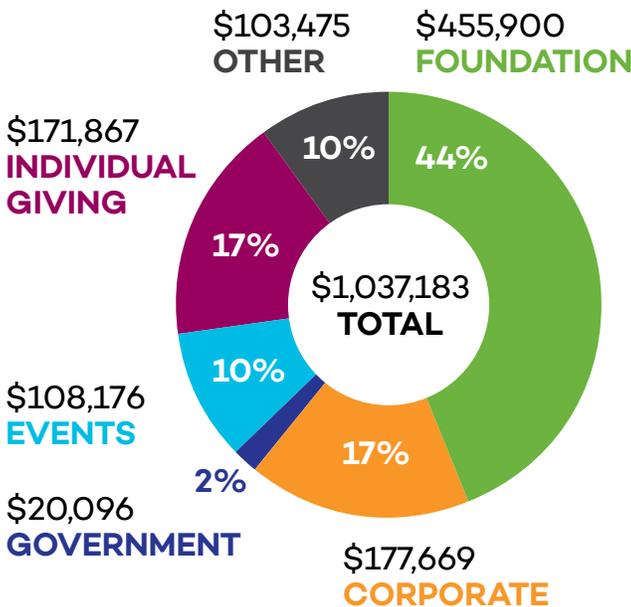
TICKET DONORS

(Top 30 Institutional Donors
by Value)

1. San Diego Padres
2. Pittsburgh Zoo & PPG Aquarium
3. VStar Entertainment Group
4. New Jersey Devils
5. Cirque du Soleil
6. Feld Entertainment
7. Pittsburgh Pirates
8. Major League Baseball
9. New York Yankees
10. Cleveland Indians
11. ProCamps Worldwide
12. University of Pittsburgh Department of Athletics
13. New York Mets
14. Blue Man Group Chicago
15. Pittsburgh Penguins
16. Minnesota Timberwolves & Lynx
17. Allied Global Marketing
18. Theater Extras
19. Tampa Bay Rays
20. Minnesota Zoo
21. Wizard World, Inc.
22. Fenway Sports Group
23. Washington Revels
24. Chicago White Sox
25. Prolific 1
26. National Aviary
27. Science Museum of Minnesota
28. Philadelphia Phillies
29. Children's Theatre Company
30. Urban Air

Income

Donation income was received through **FOUNDATION, CORPORATE, and GOVERNMENT GRANTS, CORPORATE SPONSORSHIPS, FUNDRAISING EVENTS, and ANNUAL GIVING CAMPAIGNS.**



IN-KIND TICKET DONATIONS \$5,963,108.99

Individual Donors

TICKETS We sincerely thank the **1,187 INDIVIDUALS** who donated **7,639** tickets worth **\$454,285** in 2019. Kids enjoyed a huge variety of experiences last year ranging from "Bat Out of Hell — The Meatloaf Musical" to "The Barber of Seville." Something for everyone!

MONEY Individual monetary donors numbered **478** in 2019, and together they gave **\$171,867** in mission support. Last year also ushered in our new **PATRON'S CIRCLE** program, enabling donors to make recurring monthly contributions. Many thanks to everyone who joined this new initiative.



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Mission

To provide at-risk children with experiences that inspire hope, dreams, and achievements for a lifetime.

Mission Moment

"We had so much fun at Urban Air! There was a snowstorm the day of our event, so we had the venue largely to ourselves. My favorite moment was seeing some very small children (perhaps 6 or 7 years of age) showing our kids how to do flips on the trampolines. They were all so engaged and genuinely eager to learn from the little ones. At the end of the night, one of our kids remarked that she hadn't gotten any Christmas presents, but this made her break special, and others chimed in in agreement. Thank you!"

BOARD OF DIRECTORS

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